

CERTIFICATION UNDER 37 C.F.R. 1.10

I hereby certify that this New Application Transmittal and the documents referred to as enclosed therein are being deposited with the United States Postal Service on this date September 27, 1999 in an envelope as "Express Mail Post Office to Addressee" Mailing Label No. HB354002143 to the Assistant Commissioner for Patents, Washington, D.C. 20231.

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Gregory S. Rosenblatt
Signature of Person Mailing Paper

APPLICATION TRANSMITTAL UNDER 37 C.F.R. 1.53

Transmitted herewith for filing under 37 C.F.R. 1.53 is the patent application of:

Inventor(s): WILLIAM D. KENNEDY

for: METHOD TO CREATE A CUSTOMIZED E-COMMERCE STORE

1. Type of Application

☒ Original ☐ Continuation ☐ Divisional ☐ Continuation-In-Part

2. Benefit of Prior Foreign Application(s) (35 U.S.C. 119)

- ☐ The new application being transmitted claims the benefit of
☐ prior foreign application serial no. _____, filed on _____ in
_____ (country); or
☐ PCT international application designating at least one country other than the U.S.
application serial no. _____, filed on _____.

A certified copy is ☐ enclosed or ☐ on file in the prior application.

3. Benefit of Prior U.S. Application(s) (35 U.S.C. 120)

- ☐ The new application being transmitted claims the benefit of prior copending U.S. application(s):
Serial no. _____, filed on _____.

4. Papers Enclosed Which Are Required for Filing Under 37 C.F.R. 1.53(b)

<input type="checkbox"/> [22]	page(s) of Specification
<input type="checkbox"/> [5]	page(s) of Claims, having <u>21</u> claims, including <u>2</u> independent and <u>19</u> dependent claims
<input type="checkbox"/> [1]	page(s) of Abstract
<input type="checkbox"/> [9]	sheet(s) of <input type="checkbox"/> formal <input checked="" type="checkbox"/> informal Drawings

5. Additional Papers Enclosed

- ☐ Preliminary Amendment
☒ Information Disclosure Statement
☒ Form PTO-1449
☒ Copies of Cited Art
☐ Other _____

6. Declaration

A declaration is ☒ enclosed ☐ not enclosed.

10678 U.S. PTO
09/407124
09/27/99

7. Assignment

☒ Enclosed is a recordation form and an assignment of the invention to VSTORE, INC., a corporation of the State of DELAWARE.

8. Small Entity Status

☐ A verified statement claiming small entity status:
☐ is enclosed.
☐ was filed in prior application _____ and such status is still proper and desired.

9. Fee Calculation (37 C.F.R. 1.16)

CLAIMS AS FILED					
	Number Filed		Number Extra	Rate	Basic Fee \$760.00
Total Claims	[21]	-20	1	\$18.00	\$ 18.00
Independent claims	[2]	-3	0	\$78.00	\$ -0-
Multiple Dependent claims, if any:				\$260.00	-0-
Total					\$778.00
Reduction for small entity by 50%					
TOTAL FILING FEE					\$778.00

10. Method of Payment of Fees

☐ Check in the amount of \$ _____
☒ Charge Account No. 23-1665 in the amount of \$778.00.

11. Authorization to Charge Additional Fees

The Commissioner is hereby authorized to charge any additional fees which may be required under 37 C.F.R. 1.16, 1.17, and 1.18, or credit any overpayment to Account No. 23-1665.

12. Correspondence

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Docket No. 102045

METHOD TO CREATE A CUSTOMIZED E-COMMERCE STORE

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BACKGROUND OF THE INVENTION

5 1. Field of the Invention

This invention relates to a method of electronic commerce employing an integrated network of computers, such as the World Wide Web. More particularly, a host assigns an identification tag to diverse items available from a plurality of distributors. A store builder electronically interfaces with the host to create a customized store providing a plurality of diverse items having similar identification tags.

10 2. Description of Related Art

The large integrated network of computers, referred to as the Internet, has had a significant impact on commerce. Electronic commerce ("e-commerce") represents a significant source of traffic and customers for merchants. Consumer research has shown that among the reasons for consumers to shop on-line, that is via a network of computers, are convenience, selection and variety. Twenty-four hour access, superior product information and minimal travel time, combined with an almost infinite variety of products to choose from is a powerful incentive to try this medium.

The sale of goods and services over the Internet to households now represents about 5% of retail sales. It is expected that there will be an acceleration in e-commerce over the next several years. This growth will

be driven primarily by a huge influx of on-line buyers as well as an increase in the frequency of purchases among experienced on-line buyers.

One traditional form of on-line shopping is
5 destination oriented. A consumer desiring to purchase a specific product or service seeks out a retailer that carries the desired product or provides the desired service and goes directly to the retailer's web site to make a purchase. For example, a consumer may seek out
10 Amazon.com if seeking to buy a book.

Another form of e-commerce is an affiliate program. A destination site, such as a web site drawn to a particular sporting team, directs consumers to retailers selling goods or services through a link to that
15 retailer placed within the destination site. A sporting team destination site may provide electronic links to a seller of sneakers or autographed trading cards. The destination site, as an affiliate, typically receives a commission from resulting sales for referring traffic to
20 the retailer. It is estimated that affiliate programs produce about 15% to 25% of an on-line retailer's traffic and sales volume.

The destination site, as affiliate, is at a disadvantage. Once the consumer is directed to the on-
25 line retailer, the retailer typically requests sufficient information about the consumer that the retailer may contact the consumer directly regarding new product lines and/or sales thereby depriving the affiliate of additional commissions.

There remains a need for an on-line system of electronic commerce that readily directs the consumer to a wide variety of selected goods, yet allows the destination site to retain the customer relationship and
5 to benefit from repeat purchases.

SUMMARY OF THE INVENTION

Accordingly, it is an object of the invention to provide an e-commerce system that enables anyone with
10 access to a computer and the Internet to create and then to operate a customized, fully stocked, on-line store quickly and at little or no cost to the store builder.

It is a feature of the invention that the store builder is able to create a store front with a unique
15 name, a unique look and feel and a unique product mix. A further feature of the invention is that the creation of the store front and the administration of the store are conducted by the host at little or no cost to the store builder/owner. Rather, the store owner need only
20 market the destination site.

It is another feature of the invention that a host provides a prospective store owner with a series of prompts to manufacture and customize a new on-line store. A further feature of the invention is that there
25 is a minimal, or no, cost to a prospective store owner for the manufacture, customization or maintenance of an on-line store. A further feature of the invention is that when a consumer purchases an item at one of the

customized on-line stores, the purchase price is divided between the distributor of that goods, the customized store owner and the owner of the host.

It is a further feature of the invention that
5 administrative details are maintained by the host rather than the store owner. A further feature of the invention is that the stores are customizable after manufacture such that the store appearance or product mix may be readily changed by the store owner. Still
10 another feature of the invention is that the customized store may be electronically linked to other web sites by the store owner.

Among the advantages of the invention are that the manufacture and maintenance of a customized on-line
15 store are at low cost or no cost to the store owner. Further, the store is readily accessible to a consumer having electronic access to the world wide web. A further advantage is that the actual supplier of the goods is only partially discernable to the consumer
20 whereby a consumer desiring to purchase additional items is more likely to return to the same customized on-line store. A further advantage of the system of the invention is that the administrative support provided by the host supports the sale of personalized goods and
25 private label goods by the customized store owner.

Yet another advantage is that a single destination site support multiple products, therefore a consumer need learn only one method of on-line shopping to satisfy multiple needs and need not visit multiple sites

with multiple electronic shopping requirements as with an affiliate program.

In accordance with a first aspect of the invention, there is provided an electronic commerce system that

5 includes a host with two-way communication to a plurality of distributors, each of the plurality of distributors offers an addressable inventory of merchandise consisting of discrete items. The host has the capability to sort the discrete items from the

10 plurality of distributors according to a class designation, wherein members of a same class are assigned a unique tag. A store builder with electronic access to the host is capable of requesting at least one unique tag. The host then creates a store for the store

15 builder. This store provides a consumer with access, via said distributor, to items assigned that unique tag.

In accordance with a second aspect of the invention, there is provided a method for the manufacture of an e-commerce store. This method

20 includes electronically accessing a host that electronically displays a plurality of store types, selecting a generic store type, setting up an account whereby the host recognizes a unique store owner, customizing the store appearance and product mix,

25 devising a commission schedule whereby if a consumer provides a purchase price to purchase an item from the store, the purchase price is divided between a distributor of the item, the store owner and an administrator of the host.

The above stated objects, features and advantages will become more apparent to those skilled in the art from the description and drawings that follow.

BRIEF DESCRIPTION OF THE DRAWINGS

5 Figure 1 illustrates in block diagram destination oriented e-commerce as known from the prior art.

Figure 2 illustrates in block diagram an affiliate program for e-commerce as known from the prior art.

10 Figure 3 illustrates in block diagram a customized e-commerce system in accordance with a first embodiment of the invention.

Figure 4 illustrates functions of the host in block diagram.

15 Figure 5 illustrates the construction of a customized e-commerce store in flow chart format.

Figure 6 illustrates an exemplary store building screen.

Figure 7 illustrates the screen of Figure 6 further including a pop-up screen having store subsets.

20 Figure 8 illustrates an exemplary store design screen.

Figure 9 illustrates an exemplary store customization screen.

25 Figure 10 textually illustrates a number of unique identification tags that may comprise an exemplary customized e-commerce store.

DETAILED DESCRIPTION

Figure 1 illustrates in block diagram a destination oriented e-commerce system 10 as known from the prior art. A consumer 12 communicates 14 with a retailer 16.

5 By consumer it is meant an individual desiring to either purchase or receive information about a specific product or service. The individual may be acting on his/her own behalf or on the behalf of a corporate entity. A consumer may also be an intelligent machine, such as a
10 computer programmed to purchase desired goods or services in response to a command, for example to restock the shelves of a grocery store once purchase of a product exceeds a specified threshold.

By retailer it is meant a person or corporate
15 entity who satisfies the consumer's requests, typically in return for a financial consideration. A retailer is a branded seller meaning that the retailer intends for the consumer to remember the retailer and to seek out the retailer for additional goods or services.

20 The consumer 12 communicates with the retailer 16 electronically, by digital packets of data transmitted via the world wide web. Typically a computer operated by consumer 12 electronically communicates with a computer accessed by retailer 16 utilizing any suitable
25 form of electronic communication. For example, transmission control protocol/internet protocol (TCP/IP) is widely used.

Communication 14 is two way, as indicated by directionality arrows 15,15'. The consumer 12 is able

to peruse the items available for sale by retailer 16 and make selections or inquiries. The retailer 16 can provide the consumer with the availability of the desired items and answers to specific queries. The
5 consumer 12 may then order specific items on-line, typically utilizing a credit card or an electronic transfer of funds.

There are a number of problems with a destination oriented system. The consumer is captive to the goods
10 and services offered by a single retailer 16. Such goods and services may be limited to a single brand or to a restricted level of quality. While the consumer 12 may conduct a search of the World Wide Web for other retailers having goods or services more closely meeting
15 the customer's expectations, such a search may be time-consuming and contains no guarantee of success. Further, the consumer's confidence in the honesty of remote retailers and/or previously unheard-of retailers, may be limited.

20 From the retailer's standpoint, it is expensive to set up and maintain a computer system capable of supporting e-commerce. The retailer must provide products to sell, provide transactional processing and fulfillment of orders, provide customer service and
25 manage returns. The e-commerce technology is complicated, requiring the services of skilled programmers. The volume of traffic visiting the retailer's web site, is variable and, at times, may be insufficient to meet the retailer's costs.

Figure 2 illustrates an affiliate program for e-commerce 18 as known from the prior art. In the affiliate program 18, a consumer 12 electronically communicates 14 with a destination site affiliate 20 via an appropriate digital electronic communication protocol. The destination site affiliate web site illustrates a number of goods and services available from a variety of retailers 16^a-16^f. If the consumer 12 informs the destination site affiliate 20 of a desire to purchase a listed product or service, the destination site affiliate 20 links 22, electronically transfers, the consumer 12 to the proper retailer's web site. If the consumer 12 then decides to purchase from an affiliate retailer, for example 16^a, the consumer 12 pays the retailer 16^a directly. Retailer 16^a then arranges with a distributor, for example 17^a to ship the purchased goods to consumer 12. In some embodiments, the retailer also functions as the distributor or there may be multiple distributors supporting a single retailer. The owner of the affiliate destination site 20 receives a commission that is typically between 5% and 10% of the sale price.

While advantageous to the consumer 12 in that many retailers are accessible via a single affiliate destination site 20, the affiliate destination site risks losing the consumer 12 as a customer for future sales. During the first sale, retailer 16^a will typically obtain sufficient information about the consumer to contact the consumer 12 directly and the

affiliate destination site 20 is not needed for repeat sales causing the site owner to lose out on future commissions.

Figure 3 illustrates a first embodiment of an electronic commerce system 26 in accordance with the invention. A host 32 has two-way communication 34 with a plurality of distributors 17^a-17ⁱ. While Figure 3 illustrates nine distributors as an exemplary number, the actual number of distributors in two-way communication 34 with host 32 is not fixed and may number in the hundreds or thousands. It is anticipated that the number of distributors will vary with the trend being towards increasing the number of distributors. Each distributor 17^a-17ⁱ has an addressable inventory of merchandise consisting of discrete items. Addressability may be by UPC number (Universal Product Code), an internally developed product code or any other means by which a specific product may be readily identified. Preferred addressability is by a customized product code to provide a desired degree of uniqueness.

The distributors will have different items available, for example, distributor 17^a may carry books while distributor 17^b may carry home furnishings. Multiple distributors may carry similar goods however from different manufacturers. For example, distributor 17^c may carry brand name electronics from one or two suppliers while distributor 17^d may carry similar electronic products from different brand name manufacturers.

Preferably, the two-way communication 34 is in the form of a digital data link between a computer maintained by the host 32 and computers maintained by distributors 17^a-17ⁱ. Such a digital link is typically referred to as an electronic data interchange (EDI) link and enables the electronic satisfaction of orders including payment and shipping. Alternatively, the two-way communication may involve a human interface, such as by facsimile or telephone.

10 The host 32 has the capability to sort the discrete items inventoried by all of the plurality of distributors 17^a-17ⁱ according to class designation. Members of a same class are assigned a unique tag. For example, all table lamps may be assigned one
15 identification tag while all race car memorabilia may be assigned a different identification tag. A table lamp encompassing race car memorabilia would be assigned both unique identification tags. An exemplary identification tag is a mixture of product categories, assigned key
20 words and other identifying characteristic data.

A store builder 36 electronically communicates 38, typically in a computer-to-computer digital protocol, with the host 32. The store builder 36 is capable of requesting of the host 32 at least one of the unique
25 identification tags. The host 32 then creates a store 40 for the store builder 36. The store 40 provides a consumer 12 with access to the items assigned the unique identification tag. Should the consumer 12 desire to purchase a displayed item, the item is shipped 42 from

one of the distributors, for example 17ⁱ, to the consumer. Since the consumer 12 has primary discernable access to the store 40, it is anticipated that future sales will be through store 40 generating additional
5 revenue for store builder 36, a distinct advantage over an affiliate program.

Figure 4 illustrates functions of the host 32 in block diagram. The host 32 has a front end portion 44 that communicates 46, in digital electronic protocol,
10 via store 40 with consumer 12. Along communication link 46, 46', are transmitted product displays, product pricing and answers to customer queries. The store 40 has been customized, as described below, by the store owner such that the customer views store 40 as a unique
15 stand-alone entity that is worthy of repeat visits and repeat purchases.

Among the administrative functions of the host are order taking, store creation, hosting of customer service, transaction processing, order fulfillment and
20 returns as well as system maintenance and up-grades.

Front end portion 44 receives both orders and payments from consumer 12 as well as return requests and other administrative matters. Order taking, payments, customer service inquiries and responses, and return
25 requests are digitally communicated 48 directly from the customer 12 to the host 32. Although communicating with the host for these administrative details, the consumer's primary activity is with the store 40 causing the host 32 to be of limited discernability to consumer

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12. Direct communication link 48 frees the store 40 from the need to provide administrative support.

In a preferred embodiment, the administrative details are conducted under store branding rendering the host indiscernable to the consumer. For example, even if customer service is provided through host, the customer service representatives as well as customer service data screens appear to the consumer as originating with the store.

10 An administrative portion 50 of the host 32 communicates 38 with store owner 36. The administrative portion 50 allows the store builder 36 to build the customized store 40 and to modify the store 40 as desired. In addition, the administrative portion 50 communicates messages to the store owner 36, adjusts prices, monitors sales and commission performance and allows the store owner to change the product mix.

20 A back end portion 52 communicates 34 with the plurality of distributors 17^a-17ⁱ. The back end portion 52 transmits orders and payments to the appropriate distributor and verifies that requested items have been shipped. In addition, the back end portion 52 assigns the unique identification tag to each item available from the plurality of distributors to enable store owner 25 36 to create the customized store 40.

To develop a data base of goods, unique identification tags are assigned by any suitable process or combination of processes. For example, a vendor may

provide a data base with vendor codes for available merchandise. The host could then convert the vendor codes to host codes and enter the products into the host data base. Alternatively, a vendor's product catalog
5 may be digitally scanned into the data base and the host codes manually entered. In another alternative, an automated process may assign the vendor goods with host product codes based on key words and an electronic characterization of the data.

10 There is also communication within the host between the portions 44, 50, 52. For example, when a customer order is received at the front end portion 44, that order is communicated to the back end portion 52 for transmittal to the appropriate distributor. When
15 payment is received, the store owner's commission is forwarded to the store owner 36 and the purchase price communicated to the distributor 17.

Figure 5 illustrates in flow chart format a series of steps by which a prospective store owner builds a
20 customized e-commerce store in accordance with the invention. This is done at either a nominal cost, or preferably, no cost to the store builder. The prospective store owner electronically communicates with the host by logging on to the host's web site on the
25 World Wide Web. The host's web site has an electronic address, URL (Uniform Resource Locator), that provides accessibility to persons on the Internet. The prospective owner obtains the host's URL through any appropriate means such as advertisements (print or

electronic), word of mouth or searching on the Internet. Once the prospective store owner accesses the host, a preliminary home page describing the functions and capability of the host and links the prospective store owner to a store building web site.

At the store building web site, the prospective store owner is first prompted to select a store type 54. Different types of stores available to the prospective store owner appear on the prospective store owner's computer screen. Figure 6 illustrates an exemplary store building screen. The prospective store owner is provided with a number of different generic store types 56 and a description 58 of each generic store type. The anticipated commission range 60 is also specified. The price paid by the consumer for goods purchased from the customized store has three components. First is the purchase price which is transmitted from the host to the distributor. Second is the commission, a percentage of the purchase price that is paid by the host to the store owner. The third component is retained by the host for operating expenses and profit to the host owner.

The generic store may be a superstore 62, or a themed store drawn to sports, movies, etc. Further refinement in the type of store is achieved by clicking, pointing a computer mouse button and selecting, on a select store type button 64.

Referring now to Figure 7, clicking on the select store button opens a pop-up screen 66 that further refines the generic store to a specialty store 67. For

example, rather than a generic sporting goods store, the customized store may deal exclusively with soccer merchandise or camping merchandise.

With reference back to Figure 6, a generic
5 superstore 62 may appeal to a broad base of consumers,
but may be subject to competition from other stores,
affiliates and retailers. A more specialized store,
such as a sporting goods store, will have more selective
10 appeal to a smaller group of consumers, but face less
competition. A customized specialty store, such as a
camping store, has an even smaller group of interested
consumers, but since these consumers likely have an
interest in the products offered, the number of visitors
that make purchases is expected to be high compared to
15 more broadly defined types of stores.

As a further alternative, the store may be based on
a specific theme 68, for example, Elvis memorabilia.
Alternatively, a key word or series of key words may be
utilized to construct the store. For example, the
20 keyword "Australia" would lead to the creation of a
customized store themed around the country Australia.

Referring back to Figure 5, the prospective store
owner is next prompted to set up an account 70 whereby
the host recognizes and is enabled to securely
25 communicate with the prospective store owner. The
account information includes the customized store
owner's name, email address and a secure password. The
password is utilized when an owner of a customized store
seeks to communicate with the host about the store, for

example, to modify the store contents or appearance or to get an accounting of earned commissions.

The store owner is then prompted to design a store, customizing how the store will appear on a consumer's computer screen. As illustrated in Figure 8, the prospective store owner is prompted to select from one of a number of store designs 74. A preview window 76 provides the prospective store owner with a preview that may be readily adjusted as needed. The store design 74 establishes the top and bottom border designs and the positioning of text.

A color palette 78 enables the prospective store owner to select the dominant colors for the top and bottom border designs and, in some selections, a background color for highlighting the text. A font style 80 enables the store owner to choose a distinctive font.

There are multiple selections within each of the three variables, store design 74, color palette 78 and font style 80. This enables a large number of unique stores to be formed. For example, if there were five store designs, 15 colors and 20 font styles, this would enable the formation of $5 \times 15 \times 20 = 1500$ unique store appearances. The store name and selected goods provides further distinctiveness. This example is not intended to limiting, other customization, such a graphics imported by the store owner, may be included. In addition, the number of designs, colors and fonts is for example only.

Referring back to Figure 5, the store owner is next prompted to customize 82 the store. Figure 9 illustrates an exemplary customization screen. The store owner is prompted to select a unique store name 84 and a store slogan 86. As a default, the prospective store owner's name and the word "store" may be combined as the store name and a slogan generated by the host utilized. Further customization allows for a home page narrative 88 to make the store more interesting to consumers.

To provide the customized store with a URL, the host provides a number of selectable domain names 90 that have been cleared for use by the host. The prospective store owner then appends a unique store directory 92 to the domain name completing the URL.

If the prospective store owner has other sites that may be of interest to consumers, an electronic return link 94 may be created enabling consumers to access the other sites with a click of the computer mouse. A link may also be created at these other sites to allow the consumer to access the customized store.

A second customization screen, illustrated in Figure 10, identifies all products that the host considers should be present in the proposed customized stores. Each different item 96 has been assigned a unique identification tag, such that all tents have the same identification tag, no matter which distributor provides that tent. Likewise, each air mattress has the same identification tag that is different than the

identification tag for tents. By selecting or
deselecting 98 items, the customized store may be
further refined to sell only a few of the selected
goods. In addition, alternative goods, having been
5 assigned unique identification tags in others of the
customized stores may be added to the product category.

Referring back to Figure 5, the store owner is
finally prompted to provide a commission address 100
where earned commissions may be either mailed or
10 credited to an appropriate bank account.

With reference to Figure 3, operation of the
electronic commerce system 26 is described in more
detail. The store owner 36 communicates 38 with the
host 32 to build the customized store 40. A single
15 store owner may have multiple stores 40, 40¹ and the host
32 supports stores 102 owned by additional store owners.
It is estimated that each customized store requires
between 10 thousand bytes and 100 megabytes of computer
memory to establish and maintain, dependent on
20 complexity and that one terrabyte of memory will support
up to one million customized stores.

Store owner 36 may display products and services
other than the customized store 40 to consumers 12. For
example, store owner 36 may operate a website drawn to
25 New England camping including maps and weather
forecasts. A consumer 12 interested in New England
camping may communicate 104 with the store owner 36 to
learn more about New England camping. Store owner 36
may then provide a direct communication link 106 to

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customized store 40 for New England camping site
visitors interested in purchasing camping materials.

Communication link 104 may also be used by the
store owner 36 to market the products contained in
5 customized store 40 or otherwise assist in increasing
the number of store visitors.

If a consumer decides to purchase goods, that
information is communicated 48 to host 32. If the goods
purchased include personalized goods 108, that
10 information is communicated to store owner 36. Payment
for the goods is received by host 32 and the order
placed and filled with the appropriate distributor, for
example 17ⁱ. The goods are then shipped 42 to consumer
12. After distributor 17ⁱ is paid, the store owner 36 is
15 credited with a commission. While commissions can be
paid on a sale by sale basis, it is envisioned that
quarterly payments will be more economical. In
addition, if the commissions do not reach a certain
threshold, for example, ten dollars, payment may be
20 deferred to save money.

After payment to distributor and payment of
commission to store owner, the remainder of the purchase
price is retained by the host owner to maintain the host
site and as the host owner's profit.

25 In addition to the goods offered through customized
store 40, store owner 36 may market personalized goods
108 through its own web site, with the host 32 attending
to the administrative details. The host 32 communicates

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to store owner 36 if any personalized goods 108 are to be shipped to consumer 12.

Utilizing the previously assigned password, the store owner 36 may contact the host 32 at any time and
5 access the administration portion. The store owner may then change the store design or the mix of items sold. The store owner may access a list of items sold to determine what is selling and what isn't. In addition, the store owner may access a commission report to
10 determine the present level of earned commission.

While particularly described in terms of store owner 36 being substantially invisible to consumer 12, store owner 36 could maintain a web site receiving heavy traffic, but limited revenues, for example, a site
15 maintained by a national news organization. The e-commerce system 26 of the invention supports a customized store 40 selling private label goods for such a heavy traffic customer. For example, the store 40 may offer books and videos of interest to people who tend to
20 log onto news sites. Customized portion 110 may offer mugs, hats and other memorabilia associated with that national news organization.

Host 32 would handle the entire back-end including order fulfillment, transaction processing, customer
25 service and returns. In any of the above embodiments, the host may be discernable to the consumer through the administrative process or, alternatively, indiscernible by application of a store owner's private label to these back-end activities.

Other than a straight commission as noted above,
the purchase price may be subject to a different type of
revenue sharing formula and pricing may be set, in
controlled environments, by the store owner rather than
5 the host administrator.

It is apparent that there has been provided in
accordance with this invention an e-commerce system that
benefits the individual store owner. While this
invention has been described in combination with
10 specific embodiments thereof, it is evident that many
alternatives, modifications and variations will be
apparent to those skilled in the art in light of the
foregoing description. Accordingly, it is intended to
embrace all such alternatives, modifications and
15 variations as fall within the spirit and broad scope of
the appended claims.

IN THE CLAIMS

1. An electronic commerce system, comprising:

a host with two-way communication to a plurality of distributors, each of said plurality of distributors
5 offering an addressable inventory of merchandise consisting of discrete items;

said host having the capability to sort said discrete items from said plurality of distributors according to a class designation, wherein members of a
10 same class are assigned a unique tag; and

a store builder with electronic access to said host and capable of requesting at least one unique tag, whereby said host then creates a store for said store builder, said store providing a consumer with access,
15 via said distributor, to items assigned said unique tag.

2. The electronic commerce system of claim 1 wherein said store is customized by at least one of top and bottom border design, dominant color, font style, store
20 name, slogan, narrative and URL.

3. The electronic commerce system of claim 2 wherein said store is customized by a combination of top and bottom border design, dominant color, font style, store
25 name, slogan, narrative and URL.

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4. The electronic commerce system of claim 3 wherein said store has a product mix commensurate with a key word store.

5 5. The electronic commerce system of claim 3 wherein said store has a product mix commensurate with a specialty store.

6. The electronic commerce system of claim 2 wherein
10 said store builder maintains a consumer accessible web site that is separate from said store.

7. The electronic commerce system of claim 6 wherein
15 said consumer accessible web site includes an electronic link with said store.

8. The electronic commerce system of claim 6 wherein said store builder sells personalized items from said consumer accessible web site.

20

9. The electronic commerce system of claim 8 wherein said host conducts administrative functions related to the sale of said personalized items.

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10. The electronic commerce system of claim 6 wherein said store builder sells private label items from said consumer accessible web site.

5 11. The electronic commerce system of claim 10 wherein said host conducts administrative functions related to the sale of said private label items.

10 12. The electronic commerce system of claim 2 wherein a single store owner owns multiple stores, each with a different URL.

15 13. The electronic commerce system of claim 12 wherein said host maintains the administration of all of said multiple stores owned by said single store owner.

14. The electronic commerce system of claim 2 wherein said host is not discernable by said consumer.

15. A method for the manufacture of an e-commerce store comprising the steps of:

5 having a store owner electronically accessing a host, said host electronically displaying a plurality of generic store types;

selecting a store type;

setting up an account whereby said host may recognize a unique store owner;

10 customizing said store appearance;

customizing a product mix of said store; and

15 devising a commission schedule whereby if a consumer provides a purchase price to purchase an item from said store, said purchase price is divided between a distributor of said item, said store owner and an administrator of said host.

20 16. The method of claim 15 wherein said step of selecting a store type includes the selection of a store from the group consisting of generic, specialty and key word.

17. The method of claim 15 wherein said step of customizing said store appearance includes selecting one or more of a combination of top and bottom border
5 design, dominant color, font style, store name, slogan, narrative and URL.

18. The method of claim 17 wherein said step of customizing said store appearance includes selecting all
10 of a combination of top and bottom border design, dominant color, font style, store name, slogan, narrative and URL.

19. The method of claim 15 including the further step
15 of said host assigning said store a URL that comprises a domain name available from said host and a directory name selected by said store owner.

20. The method of claim 19 wherein said step of
20 customizing said product mix includes aid host displaying a proposed product mix and said store owner deselecting undesired items, if any, from said proposed product mix.

21. The method of claim 20 wherein said store owner
25 further selects additional items to include within said product mix.

ABSTRACT OF THE DISCLOSURE

5

An electronic commerce system includes a host with two-way communication to a plurality of distributors. Each of these distributors offers an addressable inventory of merchandise that consists of discrete
10 items. The host sorts the discrete items according to a class designation such that members of a same class are assigned a unique tag. A store builder may electronically request at least one of the unique tags. The host then creates a customized store with a unique
15 name, look and feel, and product selection for the store builder. This store provides a consumer with access, via said distributor, to items assigned that unique tag.

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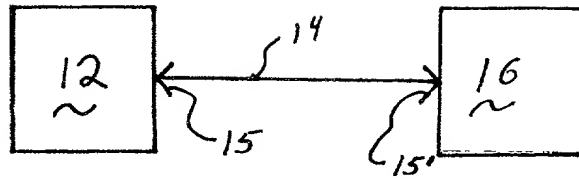


FIG. 1

PRIOR ART

18

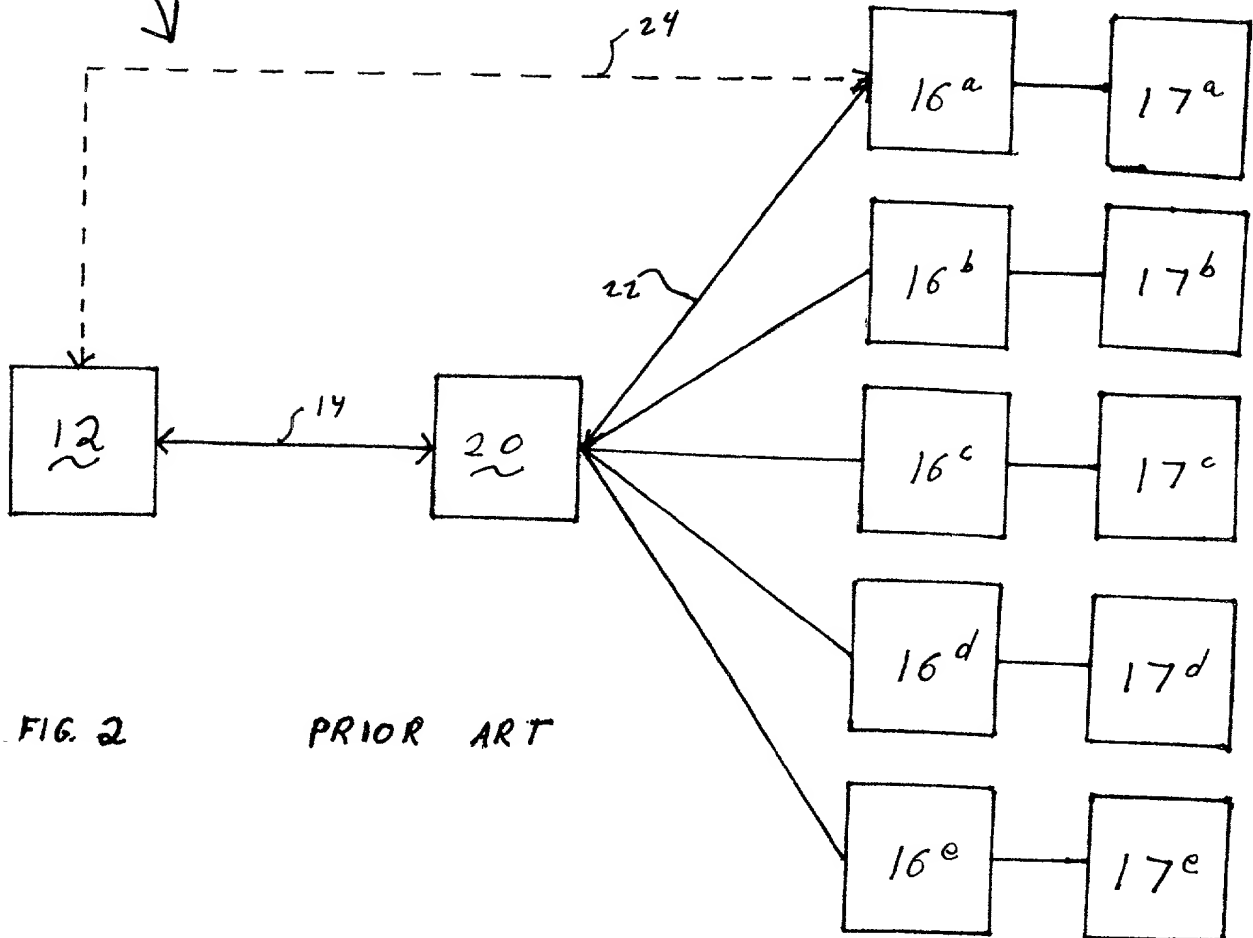


FIG. 2

PRIOR ART

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26

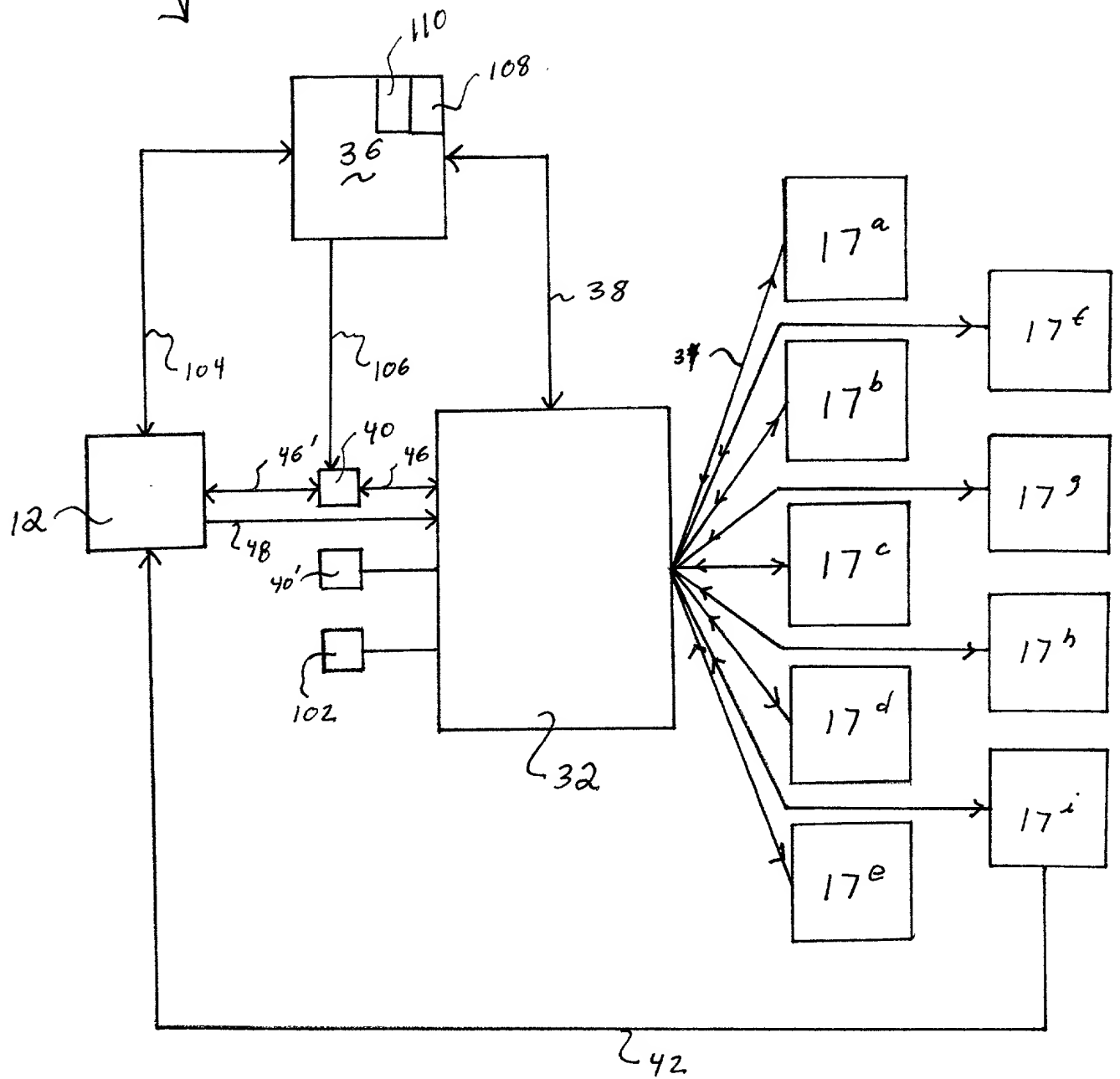


FIG. 3

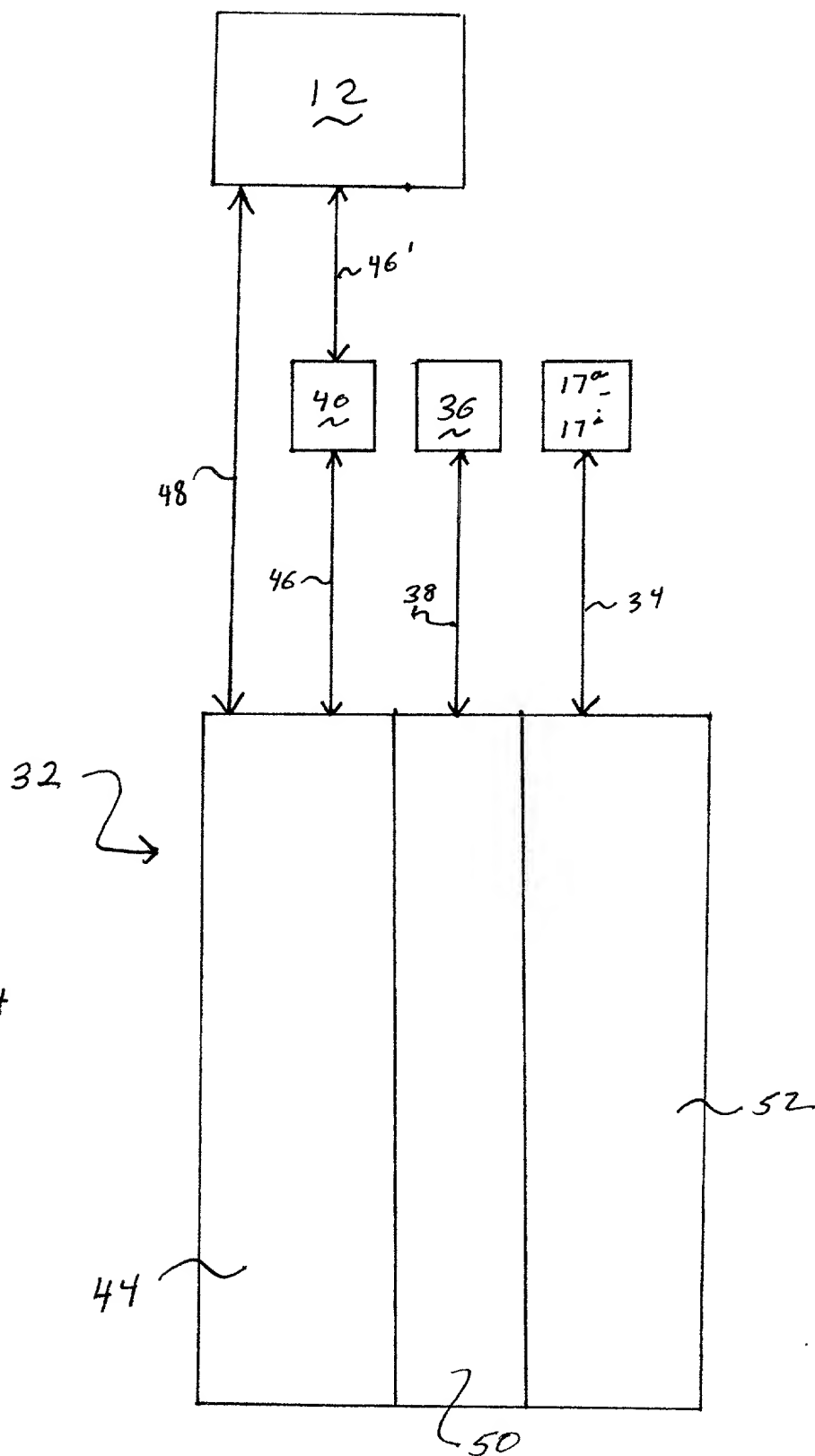


FIG. 4

FIG. 5

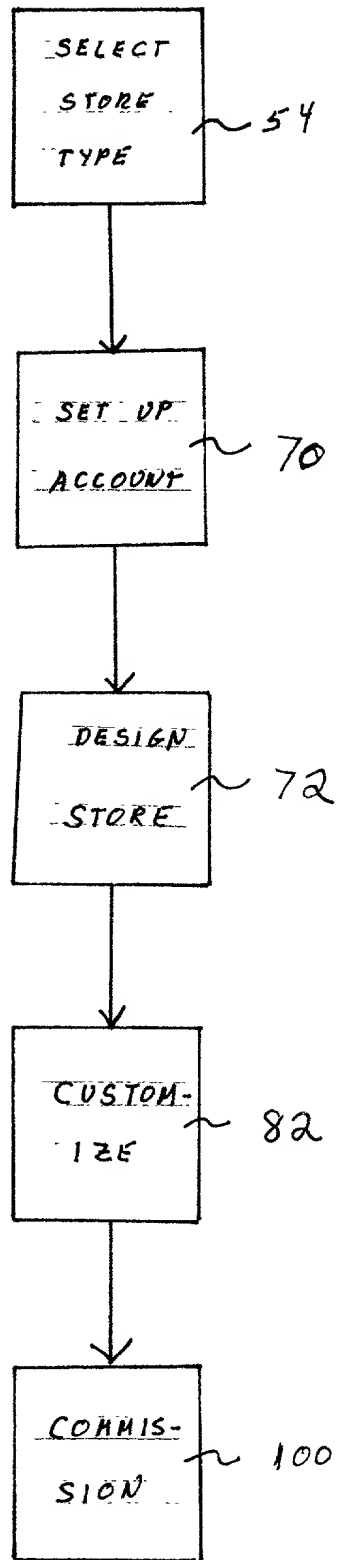


FIG. 6



Superstores

Offer a broad selection of merchandise across many product categories.

Commission Range: 5% - 25%

Select a Store Type

SELECT



Sports & Outdoors

A wide selection of team sports and outdoor gear. Choose "All Sports" for the whole selection or an individual sport for a specific sport.

Commission Range: 10% - 25%

Select a Store Type

SELECT



Books

Hardcovers, paperbacks and tapes from a database of over 400,000 titles. Choose "All Books" for the whole selection or an individual topic area.

Commission Range: 5% - 20%

Select a Store Type

SELECT



Music

CDs and cassette tapes from a database of over 107,000 titles. Choose "All Music" for the whole selection or a favorite type of sound.

Commission Range: 7% - 20%

Select a Store Type

SELECT



Movies

Our Movie stores include VHS cassettes and DVDs from a database of over 90,000 titles. Choose "All Movies" for the whole selection or an individual genre for a specific selection of titles.

Commission Range: 8% - 20%

Select a Store Type

SELECT



Video Games

A selection of games/accessories for Nintendo 64, Sony, Playstation, Gameboy and other systems. Choose "All Games" for the whole selection or an individual brand.

Commission Range: 2% - 10%

Select a Store Type

SELECT



Themes

Do you have a specific area of interest? If so, for you enthusiasts, we are continually adding stores devoted to your favorite topic. Here are just a few stores we have completed. More to come!

Commission Range: 5% - 25%

Select a Store Type

SELECT



Electronics

Choose from over 4,000 Consumer Electronics items for the home, office and car.

Select a Store Type

SELECT

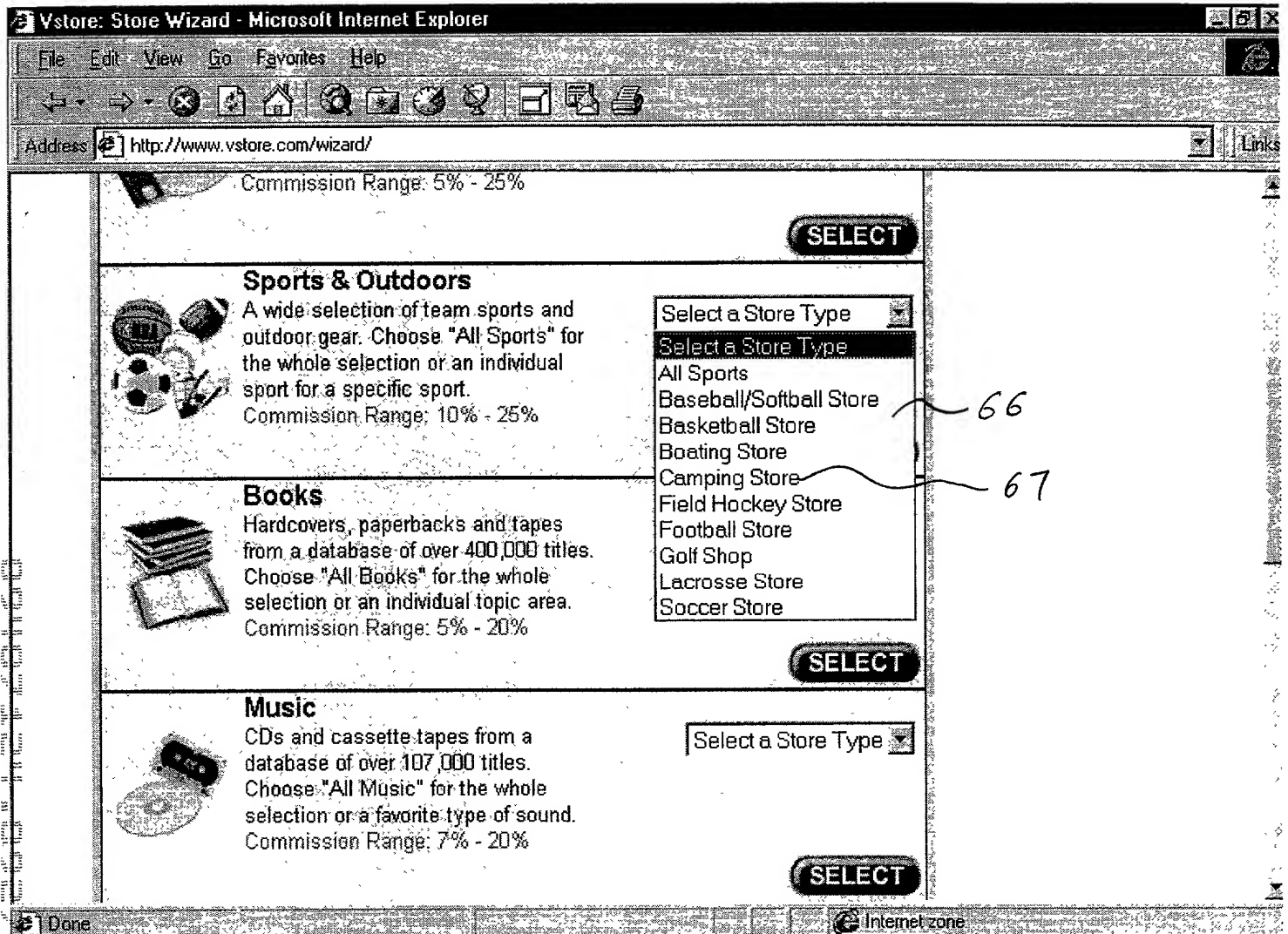


FIG. 7

[illegible]

It may take a moment or two for the preview image to appear, please be patient.

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Albertus Med.

NEXT

FIG. 9

Store Builder

VSTORE
 BETA

STEP

4

Customize Your Store

Here you can further customize your store by providing a unique name, slogan and homepage text. You can also choose a domain name/directory combination (used to construct your store's URL) and add a permanent return link back to an existing site.

We have filled in some of the information for you, but feel free to change any of it. Simply make your changes in the boxes below and click "NEXT".

Store Information

Store Name and Slogan

Store Name: ex: My Store Name
 Max. 20 chars.

Slogan: Head for the great outdoors
 Max. 45 chars.

Homepage Text

This text shows up on the homepage of your store. You can modify the text below, or just use it as it is.

Intro Text: Whether you are striking out on some daring adventure or simply sleeping out in the backyard, we've got the goods you need. You won't need to hire a scout to find what you need. . Choose a category of products to begin browsing
 Max. 800 chars.

Store Location

Select from any of our different domain names to host your store. Select the domain name you would like to use and then enter in the name of the directory you would like to have within that domain. (e.g. www.vstoredvds.com/mystore) **Please do not use any spaces.**

Domain Name: yourstore.vstoremail.com

Store Directory: ex: mystorename
 Please use lowercase letters and/or numbers only.

Return Link

If you have an existing site, and you would like to have a link from your store back to your site, please check the box below and enter a link to the desired page of your site.

☐ Click here to have a return link ~ 94

E16. 10



Store Builder

VSTORE
BETA**STEP****4****Customize Your Store**

In this step, you can customize the product selection of your store. Your store has been stocked with the products listed below. To remove a product category from your store, simply uncheck the box next to the category you wish to remove and click "NEXT".

(Note: After you finish building your store, you can use the Administration System to add, remove, or rearrange your products and categories.)

Product Categories

- ☒ Tents ~ 96
- ☒ Bags and Packs
- ☒ Air Mattresses
- ☒ Cookware
- ☒ Camping Stoves
- ☒ Sleeping Bags
- ☒ Rain Gear
- ☒ Lanterns
- ☒ Accessories
- ☒ Gazebos
- ☒ Binoculars
- ☒ Knives
 - ☒ Rigid Blade
 - ☒ Folding Multi Tool
 - ☒ Folding Pocket
 - ☒ Folding Locking
 - ☒ Miscellaneous
- ☒ Watches
- ☒ Books
 - ☒ Camping
 - ☒ Mountaineering
 - ☒ Hiking
- ☒ Movies

NEXT

COMBINED DECLARATION AND POWER OF ATTORNEY
FOR SOLE INVENTOR

1. As below named sole inventor, I hereby declare that my address and citizenship is as stated below next to my name. I believe I am the original, first, inventor of the subject matter which is claimed and for which a patent is sought on the invention entitled:

“METHOD TO CREATE A CUSTOMIZED E-COMMERCE STORE”

the specification of which:

☒ is attached or

☐ was filed on _____ as U.S. Patent Application Serial No. _____ and not amended.

2. I hereby state that we have reviewed and understand the contents of the above-identified specification, including the claims, as amended by any amendment referred to above.
3. I acknowledge the duty to disclose information which is material to the patentability of this application in accordance with Section 1.56(a) of Title 37, Code of Federal Regulations.
4. ☐ Because this is a continuation-in-part application, we acknowledge our duty to disclose to the Office all information known to us to be material to the patentability as defined in 37 C.F.R. § 1.56 which has become available between the filing date of the prior application and the filing date of this continuation-in-part application.
5. ☐ I hereby claim foreign priority benefits under Title 35, United States Code, § 119 of any foreign application(s) for patent or inventor's certificate or of any PCT international application(s) designating at least one country other than the United States of America listed below and have also identified below any foreign application(s) for patent or inventor's certificate or any PCT international application(s) designating at least one country other than the United States of America filed by us on the same subject matter having a filing date before that of the application(s) of which priority is claimed:

Country	Application Serial No.	Date of Filing (day, mo., yr.)	Priority Claimed under 35 U.S.C. 119	
			<input type="checkbox"/> Yes	<input type="checkbox"/> No
			<input type="checkbox"/> Yes	<input type="checkbox"/> No
			<input type="checkbox"/> Yes	<input type="checkbox"/> No

6. ☒ I hereby claim the benefit under Title 35, United States Code, §120 of any United States application(s) that is/are listed below and, insofar as the subject matter of each of the claims of this application is not disclosed in that/those prior application(s) in the manner provided by the first paragraph of Title 35, United States Code, §112, We acknowledge the duty to disclose material information as defined in Title 37, Code of Federal Regulations, §1.56(a) which occurred between the filing date of the prior application(s) and the filing date of this application:


Patent Application Serial No.	Filing Date	Status

7. I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under section 1001 of Title 18 of the United States Code and that such willful false statements may jeopardize the validity of the application or any patent issuing thereon.
8. As named inventor, I hereby appoint the following attorneys of Wiggin & Dana to prosecute this application and transact all business in the Patent and Trademark Office connected therewith: Dale L. Carlson, Reg. No. 28,784; Todd E. Garabedian, Ph.D., Reg. No. 39,197, Gregory S. Rosenblatt, Reg. No. 32,489; William A. Simons, Reg. No. 27,096, and William B. Slate, Reg. No. 37,238.
9. Please send all correspondence to:

Gregory S. Rosenblatt
Intellectual Property Law Section
Wiggin & Dana
One Century Tower
New Haven, Connecticut 06508-1832
Telephone: (203) 498-4566

10. ☒ As named inventor, I hereby appoint the attorney listed in paragraph 9 as my domestic representative for the invention identified in paragraph 1 with full power of substitution and revocation, to transact all business in the U.S. Patent and Trademark Office and in the U.S. courts in connection therewith. He is also designated as domestic representative on whom process or notice of proceedings affecting the application or patents issuing therefrom may be served.
- ☒ I hereby authorize the U.S. attorney named in paragraph 9 to accept and follow instruction from **VSTORE, INC.** as to any actions to be taken in the U.S. Patent and Trademark Office regarding this application without direct communication between the U.S. attorney and us. In the event of a change in the persons from whom instructions may be taken, we will notify the U.S. attorney.

Inventor Information:

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INVENTOR'S SIGNATURE: 
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POST OFFICE ADDRESS: 6263 North Scottsdale Road, #110, Scottsdale, Arizona 85250, USA.